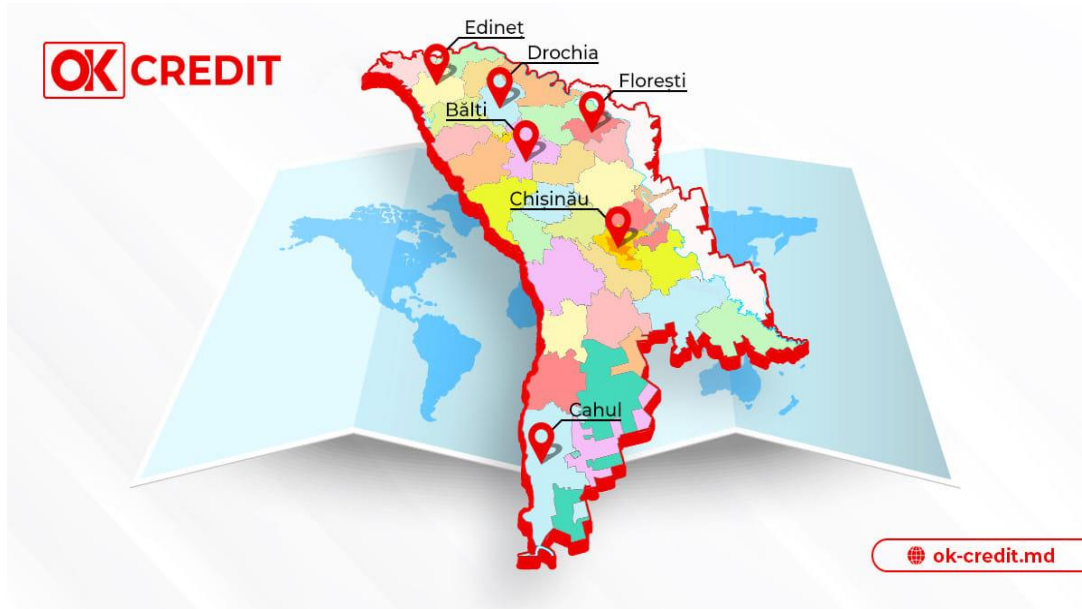


Company presentation



Republic of Moldova

# About OK CREDIT!



- The main activity of the company **OK CREDIT** is to assist in lending to individuals and legal customers. Our main specialization is lending, which offer solutions for occasional and short-term customer needs in cash, as well as loans secured by movable, immovable-(mortgage) property.
- We operate on the Moldavian market since 2014 and we have bold plans for global expansion.
- We do this responsibly, using our experience and real-time loan process automation that processes data to make objective lending decisions.
- **OK CREDIT** is recommended to friends and acquaintances by its customers.
- In the realization of its projects, the company relies both on its own funds and actively cooperates with private investors and banks. We try to bring new credit technologies **to Moldova**, customer-friendly. We are always open for cooperation, we value our business reputation and bear full responsibility for each operation. The key to our success is an individual approach to each client. There are situations in life when you need money quickly.
- There are situations in life when you need money quickly. You can try borrowing from friends or a cash loan from a bank, but you don't always get approved. **OK CREDIT** offers you instant help and loans without references and additional documents. Taking care of you, we work accurately, quickly and safely.
- There is always free consultation on all credit issues, fast decision making, payment of money within a day and handling of complicated situations. We strive to make the process of granting loans as fast and convenient as possible.

# Our advantages

- A user friendly online service for obtaining microloans.
- **OK CREDIT** is a service for everyone. **OK CREDIT** supports clients in all life situations when they need money immediately. We have made a user-friendly online service for microloans. And we are ready to meet our clients' needs - to take risks and grant loans even in cases when banks and other microfinance organizations deny them. Modern technology and experience in the financial sector enable us to do this.
- **Who are we?** We are specialists in microfinance and banking.
- Individual approach. We are small - so we respond quickly to client needs.
- We consider each case individually, so a bad credit history will not always be a barrier to getting a loan from **OK CREDIT**.
- The decision in 10 minutes.
- Loan amounts start from 50 EUR to 10,000 EUR. It takes no more than five minutes to process a request; you don't need any documents - just a copy of your passport.
- The client receives money - in cash at the cashier's bank partners or on the card.
- 24 hours a day and 7 days a week.
- We issue loans throughout **Moldova**. Our support service will promptly answer any questions, help you make a request and advise you on the terms and conditions of repayment. We guarantee transparency of work, no hidden fees and additional payments.
- **Why you should trust us?** We have 19 years of experience in microfinance, which allows us to identify all the risks associated with microloans and respond quickly to all the challenges that arise in this type of business.



# History of OK Credit

## Development of branch network



HO Chisinau - 2014



Branch Drochia - 2018



Branch Cahul - 2018



Branch Balti - 2019

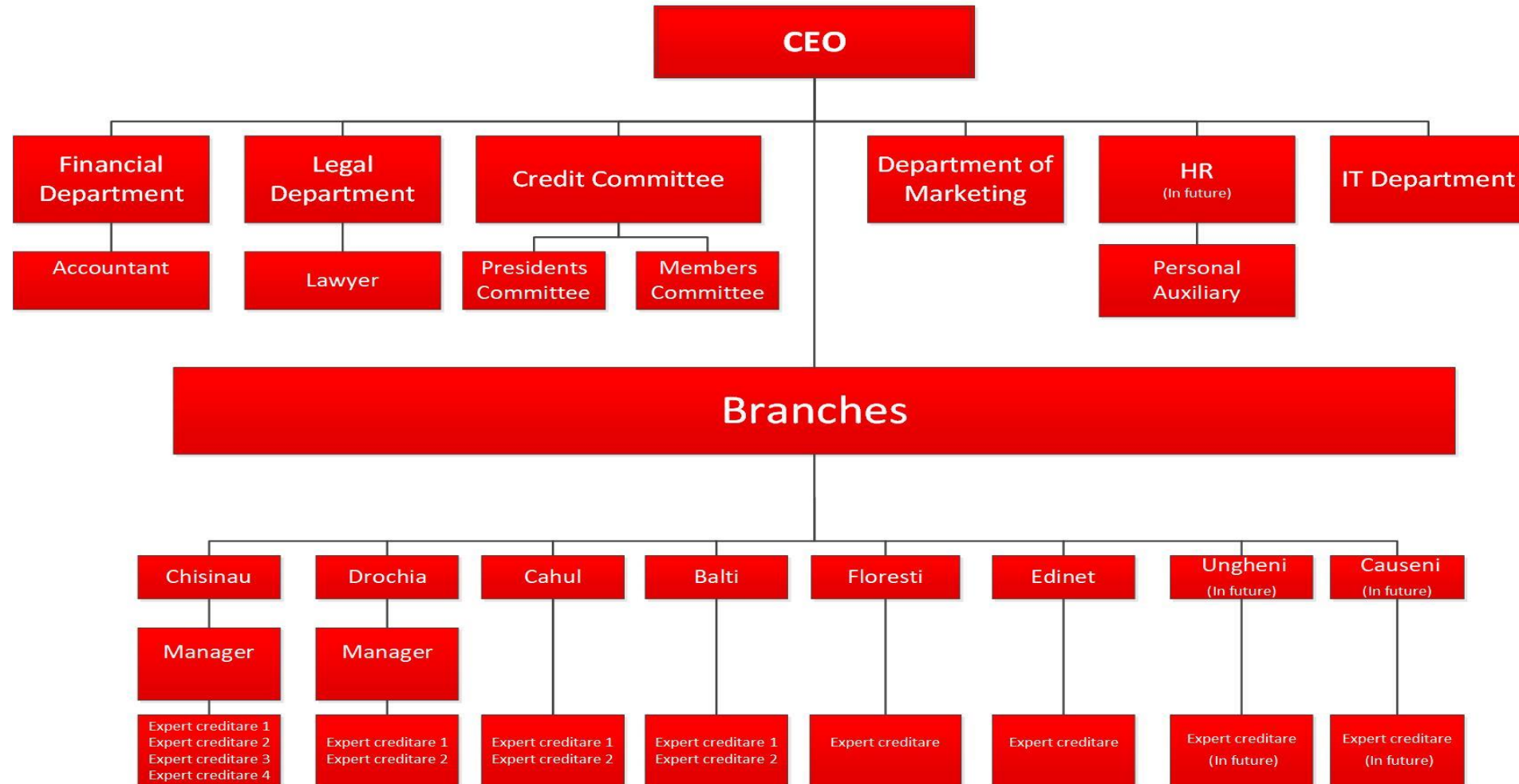


Branch Edinet - 2019



Branch Floresti - 2020

# Organizational chart



# The Team

## Key people at OK Credit



**Prisacari Vadim**

Managing Director  
Co-Founder

- Senior executive from over 19 years of experience in the banking sector and microcredit.
- Key person to solve the tasks and goals. Work on the result.
- Experience to launch new projects with "0".
- Graduated from the Polytechnic College with a degree in Software Control Machines and Academy of Economic Studies of Moldova with a degree in Economics, specializing in Corporate Finance



**Spicica Ion**

Co-Founder

- Competent FinTech entrepreneur with more than 13 years of experience in the non-bank lending sector
- Marvelous IT projects professional who makes OK CREDIT a fast and easy-to-use platform.
- Successful Experience In Credit Analyst
- Graduated from the Academy of Economic Studies of Moldova with a degree in Economics, specializing in IT.



**Roman Nicu**

Chief Financial Officer

- He graduated from Academy of Economic Studies of Moldova as Accountant, Audit and Economic Analysis
- 5 years as an accountant and experience in finance over 3 years
- Financial Specialist in the Head Office
- Member of the Financial Analysis Committee
- Credit Analyst
- Risk Manager and Member of the Credit Committee



**Cheles Xenia**

Regional Manager

- Certified in the Global Economics and International Relationships with strong experience of more than 6 years in the banking and microfinance field.
- Manager of Chisinau Branch and Regional Manager South
- Credit Analyst
- Risk Manager and Member of the Credit Committee



**Pavlic Tatiana**

Regional Manager

- Certified in the Economics and previous 1-year internship as an accounting, experience in lending over 5 years in the microfinance field.
- Manager of Drochia Branch and Regional Manager North
- Credit Analyst
- Risk Manager and Member of the Credit Committee

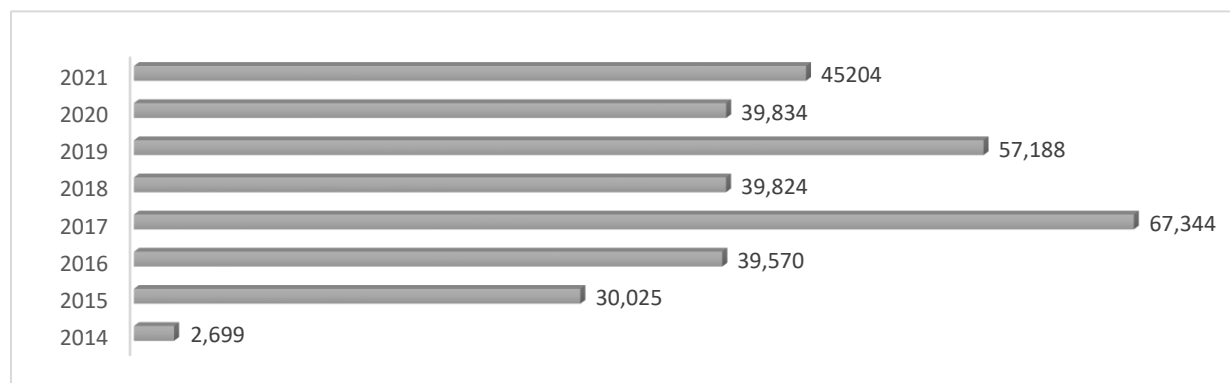


# Financial dynamics results

## Growth and profitability



- OK Credit have proven our capability to steer our company towards the most profitable path not only in good times, but also in difficult times.
- Despite the slower than expected revenue growth in 2021, we have been able to maintain a healthy profit with a 13,5% net profit increase vs. 2020.
- OK Credit company navigated the unexpected covid-19 situation with excellence and we have proven our resilience and ability to respond to crises.

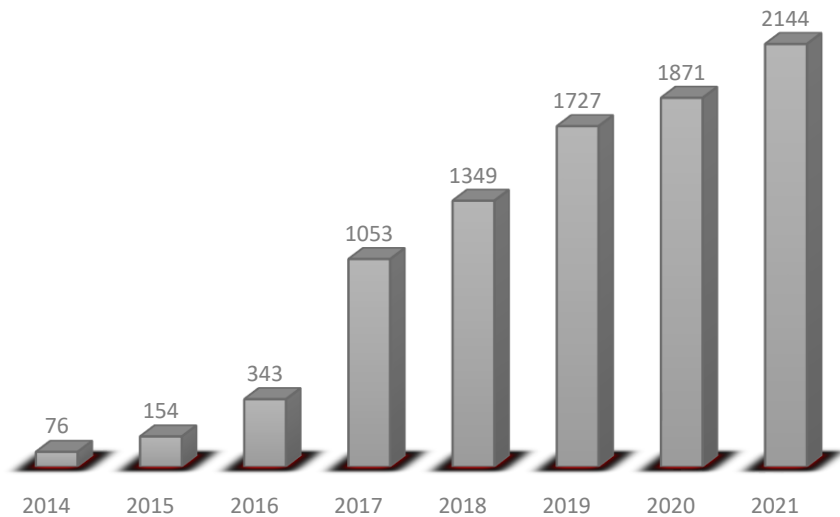


Statement of profit or loss	2021 EUR	2020 EUR
Interest income	314737	343488
Interest expense	67812	67008
<b>Net interest income</b>	<b>246925</b>	<b>276480</b>
Fee and commission income	87382	144230
Income from provisions	89090	43975
Fee and commission expense	0	0
<b>Net fee and commission income</b>	<b>176472</b>	<b>188205</b>
Other revenue	11828	207
Personnel expenses	76150	60136
Operating lease expenses	686	402
Depreciation and amortisation	5262	3909
Other expenses:	307924	354892
provisions expenses	191628	239677
advertising expenses	4894	2563
offices rent expenses	38659	31472
court and enforcement costs	12233	31335
utilities expense	3622	3648
communication expense	7888	7570
car fuel expense	1678	1518
IT expense	3533	7693
office supplies and inventory	3058	5752
bank fees	1913	2594
maintenance of fixed assets	2950	1554
other expenses	35870	19516
<b>Profit from operational activities</b>	<b>45204</b>	<b>45553</b>
<b>Loss/(profit) before tax</b>	<b>45204</b>	<b>45553</b>
Income tax expense		5719
<b>Net loss /(profit) for the period</b>	<b>45204</b>	<b>39834</b>

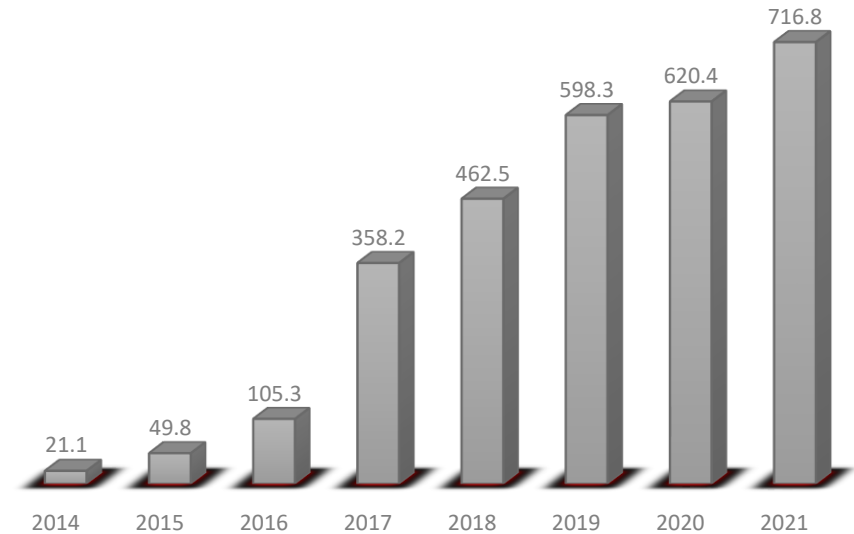
# Executive summary

## Development of the loan portfolio

Loan issue dynamics, by quantity



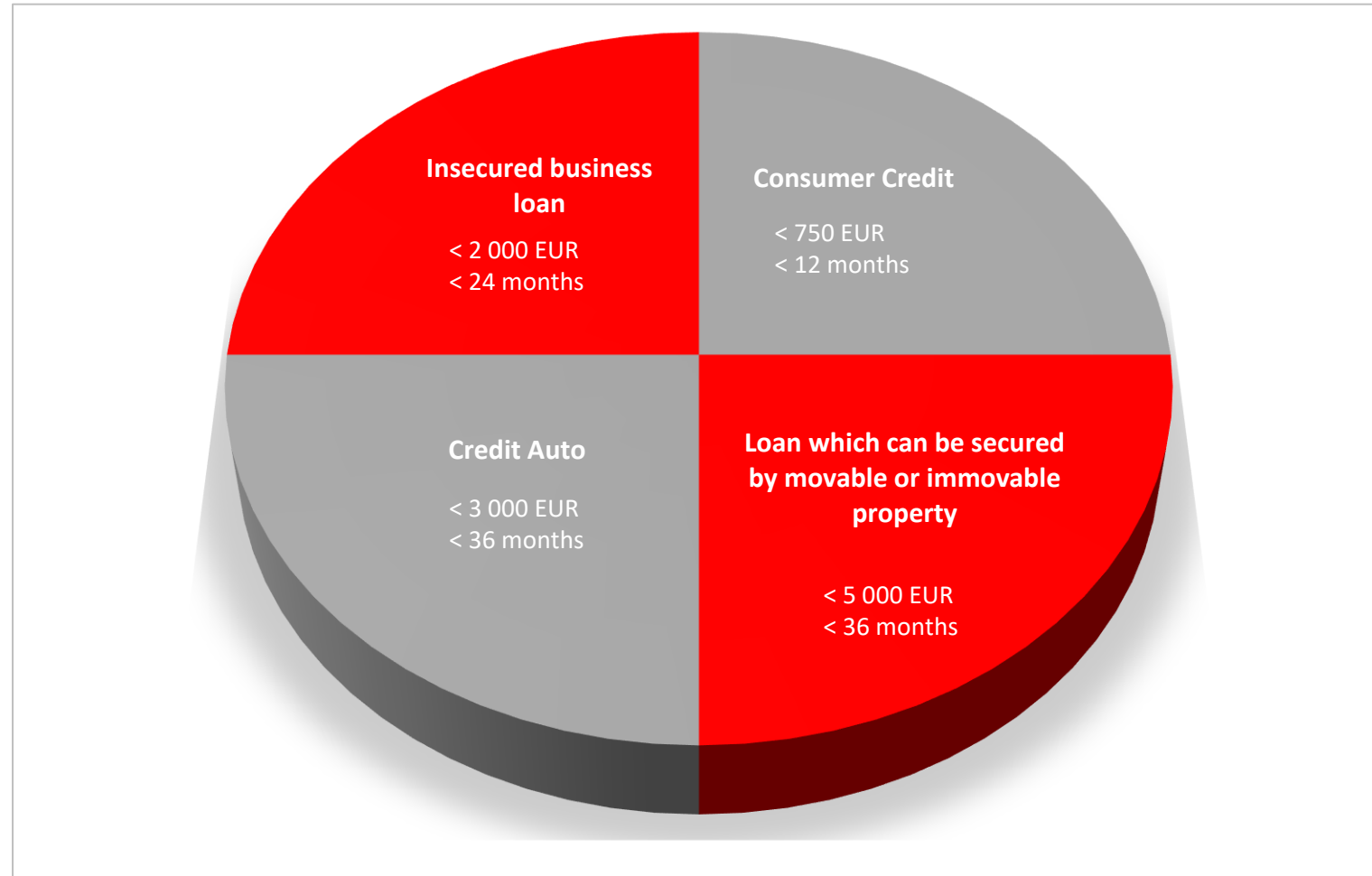
Loan issue dynamics, EUR k





# Core credit and investment products

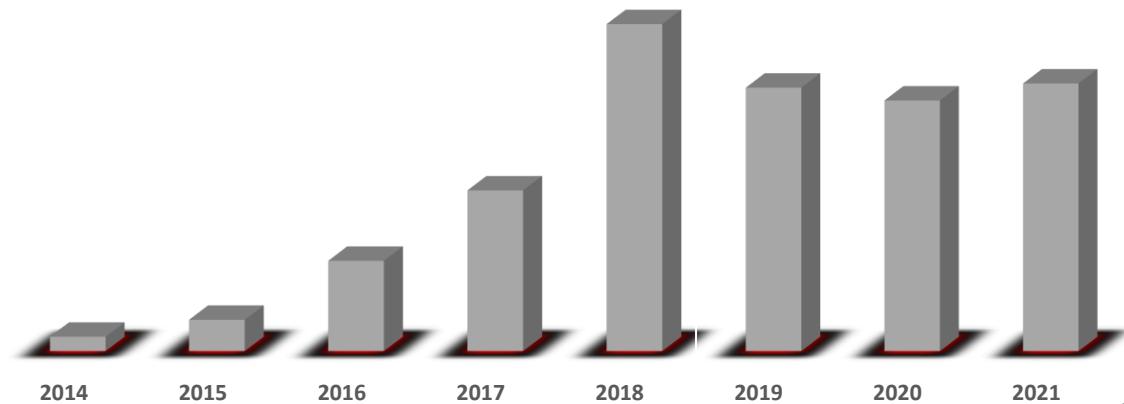
## Our products



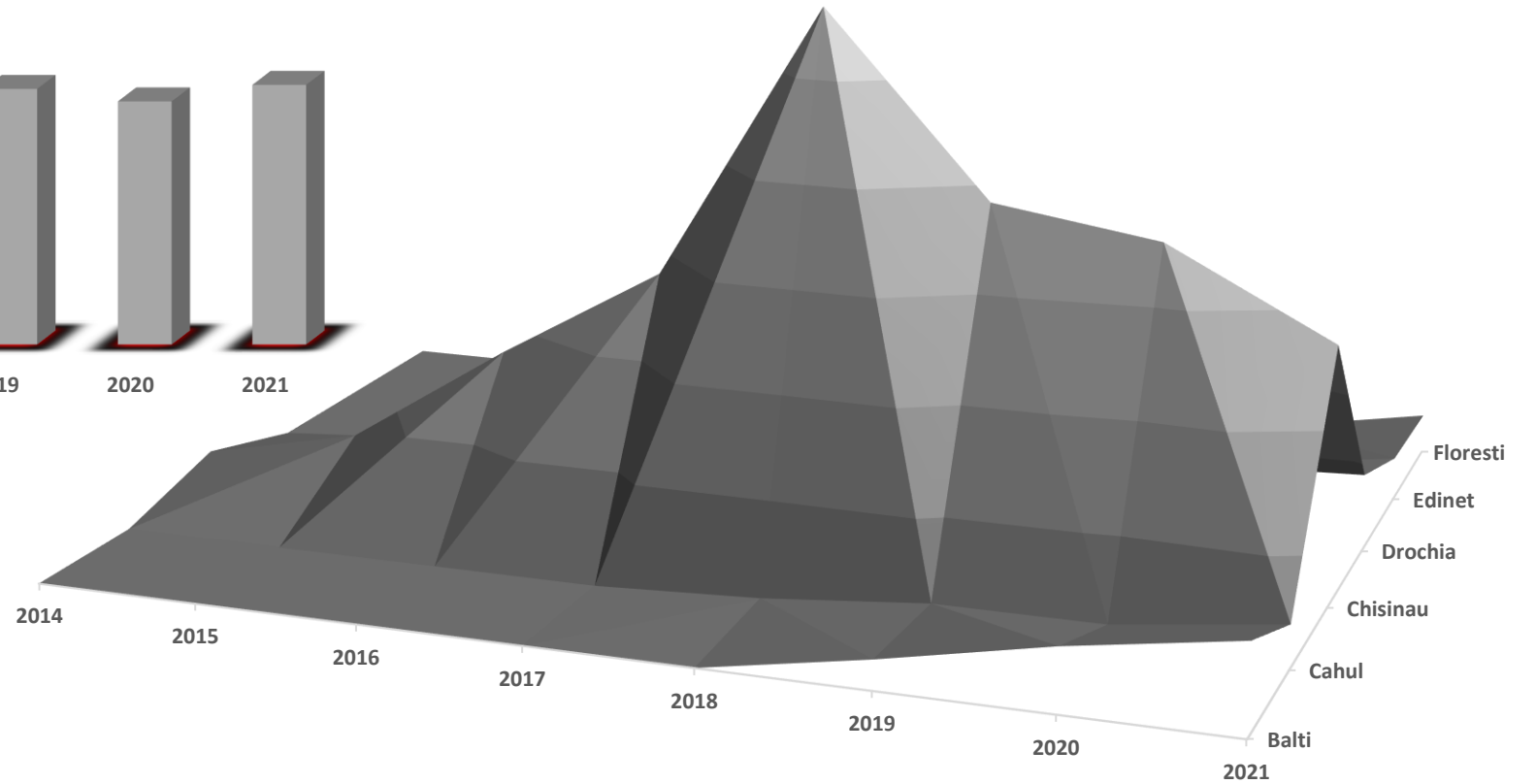
# Segmentation of OK Credit clients by regions and traffic at customer requests



Traffic customers



Segmentation of clients by regions

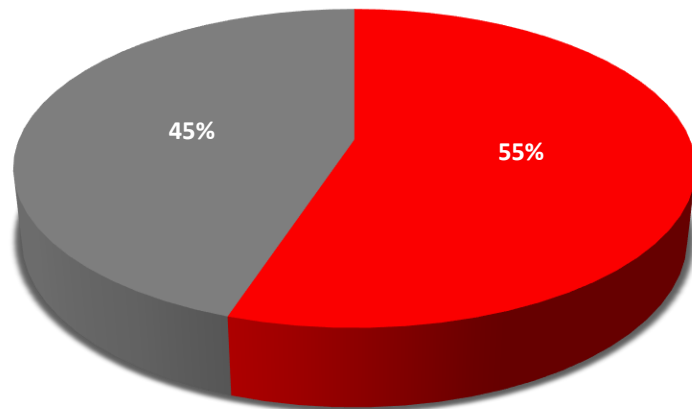


## Executive summary

# Who is customers OK Credit?

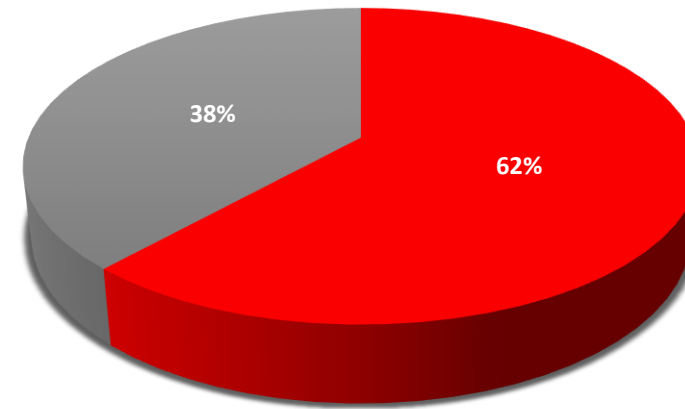
- A typical OK Credit client is a man or a woman from 25 to 55 years old, with an average education living in villages and cities, with income below average, working mainly in the field of services, trade, agriculture or direct production.
- About 55% of customers – women and 45% of customers – men, who appealed for loans. Today OK Credit has 62% of customers- women and 38% of customers - men in a loan portfolio.
- Most often by customers the most relevant part of the population: 22-35 years (48%) and 36-45 years (25%).
- The main goals of obtaining a loan - the repair of cottages or apartment (36%), urgent needs: car repair, treatment, family events (8%), the acquisition of household appliances (8%), pay for training or kindergarten (7%) on Vacation or vacation (5%), to buy furniture (3%), buying a gift (3%), buying clothes (3%).
- The average loan amount is 450 EUR.
- The average loan term is 15 months.

Share of men and female when receiving loans



■ Women ■ Men

Share women and men in loan portfolio



■ Women ■ Men

# Management of delinquent receivables and their recovery

### Time period:

- The loan repayment procedure starts the day before the invoice date according to the loan schedule. The client is sent an automatic SMS reminder from the software, which indicates the amount to be paid and the contract number.
- On the billing date, the customer receives a phone call and is informed of the date and amount to be paid.



### Recovery method:

#### • In case of overdue from 1 to 10 days

1. The company will contact the debtor directly by phone call, mediators, by sending complaints to the home. The client is contacted and the cause of the delay is clarified it is explained to the debtor what the consequences of the delay may be.
2. The information obtained from the customer is added to the program the company works with.

#### • In case of overdue from 10 to 30 days

1. The desire to pay must be established and the problems that have arisen and do not allow the debtor to honour obligations on time must be identified.
2. The company suggests to the debtor real solutions to improve the situation.

#### • In case of overdue more than 30 days

1. The case is referred to the organisation's legal representative for examination.
- The average loan term is 12 months.

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